

# Appendix B: Definitions of Abbreviations

<b>AV</b>	Adjusted Value
<b>B2B</b>	Business-to-Business
<b>B2C</b>	Business-to-Consumer
<b>BIS</b>	Bureau of Industry and Security
<b>CAFTA-DR</b>	Central America and Dominican Republic Free Trade Agreement
<b>CDC</b>	Centers for Disease Control and Prevention
<b>CEO</b>	Chief Operating Officer
<b>CIA</b>	Central Intelligence Agency
<b>CIF</b>	Cost, Insurance, and Freight
<b>CIP</b>	Carriage and Insurance Paid To
<b>COO</b>	Certificate of Origin or Chief Operating Officer (depending on context)
<b>CPT</b>	Carriage Paid To
<b>CS</b>	U.S. Commercial Service
<b>CTO</b>	Chief Technology Officer
<b>DOC</b>	U.S. Department of Commerce
<b>DOE</b>	U.S. Department of Energy
<b>DOS</b>	U.S. Department of State
<b>EMC</b>	Export Management Company
<b>ETC</b>	Export Trading Company
<b>Ex-Im Bank</b>	Export-Import Bank of the United States
<b>EXW</b>	Ex Works
<b>FAS</b>	Foreign Agricultural Service or Free Alongside Ship (depending on context)
<b>FCA</b>	Free Carrier
<b>FedEx</b>	FedEx (formerly Federal Express)
<b>FOB</b>	Free on Board
<b>FTA</b>	Free Trade Agreement
<b>FTZ</b>	Free Trade Zone

<b>GDP</b>	Gross Domestic Product
<b>GEE</b>	Global Entrepreneurial Ecosystem
<b>IBP</b>	International Buyer Program
<b>ITA</b>	International Trade Administration
<b>LLC</b>	Limited Liability Corporation
<b>LLP</b>	Limited Liability Partnership
<b>MDB</b>	Multilateral Development Bank
<b>NAFTA</b>	North American Free Trade Agreement
<b>NC</b>	Net Cost
<b>ROI</b>	Return on Investment
<b>ROO</b>	Rule(s) of Origin
<b>RVC</b>	Regional Value Content
<b>SBA</b>	U.S. Small Business Administration
<b>SBDC</b>	Small Business Development Center
<b>TANC</b>	Trade Agreements Negotiations and Compliance
<b>TFC</b>	Trade Fair Certification Program
<b>TV</b>	Transaction Value
<b>UPS</b>	UPS (formerly United Parcel Service)
<b>U.S.</b>	United States (of America)
<b>USA</b>	United States of America
<b>USAID</b>	U.S. Agency for International Development
<b>USDA</b>	U.S. Department of Agriculture
<b>USPS</b>	U.S. Postal Service
<b>USTDA</b>	U.S. Trade and Development Agency
<b>USTR</b>	Office of the U.S. Trade Representative
<b>VNM</b>	Value of Nonoriginating Materials
<b>VOM</b>	Value of Originating Materials
<b>VP</b>	Vice President
<b>WTO</b>	World Trade Organization